

Technical Information for the
2014 Annual Survey of Entrepreneurs (ASE): Characteristics of Businesses (CB)
Dataset Accessible via the Application Programming Interface (API)

Estimates are provided for employer firms that responded to the following characteristic(s) (DATA FIELDS) tabulated in this dataset and reported gender, ethnicity, race, or veteran status, or that were publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status (referred as “ASECB”):

- Number of owners in 2014 (OWNRNUM)
- Whether the business was family-owned in 2014 (FAMOWN)
- Whether the business was jointly-owned or operated by spouses in 2014 (SPOUSES)
- Business aspirations of the owner(s) for the business in five years (BUSASPIR)
- Year the business was originally established (YRESTBUS)
- Whether all or part of the business operated as a franchise in 2014 (OPFRAN)
- Sources of capital used to start or acquire the business (STRTSRCE)
- Total amount of capital used to start or acquire the business (ACQBUSCAP)
- Total amount of funding from select sources for 2014 (FUNDSRC)
- Whether the business attempted new funding relationships in 2014 (NEWFUNDREL)
- Reasons that the business avoided any needed additional financing during 2014 (AVOIDFINAN)
- Whether the business was profitable in 2014 (PROFIT)
- What factors had negatively impacts on profitability for 2014 (NEGPROFIT)
- Total sales of 10 percent or more in 2014 by customer categories (CUST)
- Geographic location of business customers/client in 2014 (CUSTLOCPCT)
- Percent of total sales of goods and services that were exported outside the U.S. in 2014 (PEXPORT)
- Whether the business had operations outside the U.S. in 2014 (BUSOUTUS)
- Whether the business outsourced or transferred functions or services outside the U.S. in 2014 (OUTSRCUS)
- Languages used for customer transactions in 2014 (LANG)
- Types of workers used by the business in 2014 (WORKERS)
- Employee benefits that were totally or partly paid by the business in 2014 (BENEFITS)
- Whether the business had a website in 2014 (WEBSITE)
- Percent of total sales of goods and services that were from e-commerce in 2014 (PECOMMRC)
- Whether the business was home-based in 2014 (HOMEBUS)
- Whether the business owned intellectual property in 2014 (INTELCTPROP)
- Business activity characteristics in 2014 (BUSACT)
- Reasons that the business ceased operations since 2014 (CEASEOPS)
- Whether the business did product innovations/product improvements during the last three years (INNOVIMP)
- Whether the business did select (research and development (R&D) activities in 2014 (RDACTIVITY)
- Total cost of R&D activities in 2014 (RDTOTALCST)
- Total amount used to purchase R&D services from others in 2014 (RDPURMAT)
- Distribution of the business's costs for R&D services that were performed by this business in 2014 (RDPCTCST)
- Distribution of funding sources for the business's R&D activities in 2014 (RDFUNDSRC)
- Types of workers that did R&D activities in 2014 (RDWORKERS)

Characteristic data are tabulated by:

- Geography (U.S., states, and the fifty most populous metropolitan statistical areas)
- Industry sector (2-digit 2012 North American Industry Classification System code (NAICS2012) and meaning of code (NAICS2012_TTL)) [See <https://www.census.gov/eos/www/naics/> for detailed information.]
- Years in business (YIBSZFI)

The full list of variables can be found at <https://api.census.gov/data/2014/ASE/cscb/variables.html>.

Technical Notes:

Detail may not add to the total or subgroup total because a Hispanic or Latino firm may be of any race, and because a firm could be tabulated in more than one racial group. For example, if a firm responded as both Chinese and Black majority-owned, the firm would be included in the detailed Asian and Black estimates, but would only be counted once toward the higher level estimates for all firms.

For all firms classifiable by gender, ethnicity, race, and veteran status, the details are counted based on the person(s) owning 51 percent or more of the stock or equity in the business. These estimates are both tabulated by single attribute (such as female-owned) and cross tabulated by double attributes (such as Hispanic, female-owned). Separate estimates are counted, tabulated, and cross tabulated for firms equally owned (50 percent / 50 percent).

Publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status are counted and tabulated separately.

Percentages are for respondent firms with paid employees only, and are not recalculated when the dataset is resorted. Percentages are always based on total reporting (defined above) within a gender, ethnicity, race, veteran status, (CBGROUPE) and/or industry group for characteristics tabulated in this dataset. Firms with more than one domestic establishment are counted in each industry in which they operate, but only once in the U.S. total for all sectors. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see the Methodology section at <https://www.census.gov/programs-surveys/ase/technical-documentation/methodology.2014.html>.

Abbreviations and Symbols:

Please note that Symbols will show in the associated flag field for variables. The data value shown will be zero. The following abbreviations and symbols are used with these data:

- S** - Withheld because estimate did not meet publication standards
- N** - Not available or not comparable
- X** - Not applicable

For the complete list of all economic programs symbols, see the Symbols Glossary at <https://www.census.gov/programs-surveys/economic-census/technical-documentation/data-dictionary.html>.

Valid Data Values

To build valid API queries, data users will need to refer to the following codes.

ASECB represents estimates tabulated by a single ownership attribute, such as gender, ethnicity, race, or veteran status.

DATA FIELD	Valid codes	Meaning of code
ASECB	0000	All firms
	0001	Female-owned
	0002	Male-owned
	0003	Equally male-/female-owned
	0010	Hispanic
	0020	Equally Hispanic/non-Hispanic
	0030	Non-Hispanic
	0100	White
	0200	Black or African American
	0300	American Indian and Alaska Native
	0400	Asian
	0500	Native Hawaiian and Other Pacific Islander
	0600	Some other race
	0700	Minority
	0800	Equally minority/nonminority
	0900	Nonminority
	1000	Veteran
	2000	Equally veteran/nonveteran
	3000	Nonveteran
	9996	All firms classifiable by gender, ethnicity, race, and veteran status
	9998	Publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status

YIBSZFI represents the number of years the firm has been in business.

DATA FIELD	Valid codes	Meaning of code
YIBSZFI	001	All firms
	311	Firms with less than 2 years in business
	318	Firms with 2 to 3 years in business
	319	Firms with 4 to 5 years in business
	321	Firms with 6 to 10 years in business
	322	Firms with 11 to 15 years in business
	323	Firms with 16 or more years in business

Please refer to the following business questions and valid codes (listed alphabetically by DATA FIELD) for a better understanding of the business information collected on the 2014 ASE-1 report form. Please note that select questions instructed the respondent to ***"Select all that apply."***

"For the owner(s) you reported, what was the total amount of capital used to start or acquire this business? (Capital includes savings, other assets, and borrowed funds of owner(s))."

DATA FIELD	Valid codes	Meaning of code
ACQBUSCAP	A1	All firms
	GM	Less than \$5,000
	GN	\$5,000 to \$9,999
	GO	\$10,000 to \$24,999
	GP	\$25,000 to \$49,999
	GQ	\$50,000 to \$99,999
	GR	\$100,000 to \$249,999
	GS	\$250,000 to \$999,999
	GS01	\$1,000,000 to \$2,999,999
	GS02	\$3,000,000 or more
	GU	Don't know
	GV	Not applicable
	GW	Total reporting
	GX	Item not reported

"At any time during 2014, did this business need additional financing and the owner(s) chose not to apply?"

DATA FIELD	Valid codes	Meaning of code
AVOIDFINAN	A1	All firms
	MUR0	Responded No to "Did this business need any additional financing and the owner(s) chose not to apply"
	MUR1	Did not think business would be approved by lender
	MUR2	Did not want to accrue debt
	MUR3	Decided the financing costs would be too high
	MUR4	Preferred to reinvest the business profits instead
	MUR5	Felt the loan search/application process would be too time consuming
	MUR6	Decided the additional financing was no longer needed
	MUR7	Decided to wait until funding conditions improved
	MUR8	Decided to wait until the company hit milestones to be in stronger position to raise funds
	MUR9	Other reason for not applying for additional financing
	MUTR	Total reporting
	MUXX	Item not reported
	MUXY	Reason why business avoided additional financing not reported

"In 2014, which of the following employee benefits were paid totally or partly by this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
BENEFITS	A1	All firms
	KB	Health insurance
	KC	Contributions to retirement plans, including 401(k), Keogh, etc.
	KD	Profit sharing and/or stock options
	KE	Paid holidays, vacation, and/or sick leave
	KE01	Tuition assistance and/or reimbursement
	KF	None of the above
	KG	Total reporting
	KH	Item not reported

"In 2014, did any of the following characteristics describe the activity of this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
BUSACT	A1	All firms
	LB	Operated less than 40 hours per week on average
	LC	Operated less than 12 months
	LD	Seasonal business
	LE	Operated occasionally
	LF	None of the above
	LG	Total reporting
	LH	Item not reported

"Where would the owner(s) like this business to be in five years?"

DATA FIELD	Valid codes	Meaning of code
BUSASPIR	A1	All firms
	MVL1	Larger in terms of sales or profits
	MVL2	About the same amount of sales or profits
	MVL3	Smaller in terms of sales or profits
	MVL4	Other
	MVTR	Total reporting
	MVXX	Item not reported
	MVXY	Not applicable

"In 2014, did this business have operations outside the United States?"

DATA FIELD	Valid codes	Meaning of code
BUSOUTUS	A1	All firms
	BA	Had operations outside the U.S.
	BB	Did not have operations outside the U.S.
	BC	Total reporting
	BE	Item not reported

"Is this business currently operating?" [As of the report form's completion date] "(If No) Did the operations cease for any of the following reasons? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
CEASEOPS	A1	All firms
	LI	Business is currently operating
	LI01	Operations ceased because owner(s) military deployment
	LI02	Operations ceased because owner(s) illness or injury
	LJ	Operations ceased because owner(s) retired
	LK	Operations ceased because owner(s) died
	LL	Operations ceased because operated for a specific or one-time event
	LM	Operations ceased due to inadequate cash flow or sales
	LN	Operations ceased due to lack of business loans/credit
	LO	Operations ceased due to lack of personal loans/credit
	LP	Operations ceased because owner(s) started another business
	LQ	Operations ceased because owner(s) sold the business
	LR	Operations ceased for another reason
	LS	Total reporting
	LT	Operating status not reported
	LU	Reason operations ceased not reported

"In 2014, which of the following types of customers accounted for 10% or more of this business's total sales of goods and/or services? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
CUST	A1	All firms
	IB	Federal government
	IC	State and local government, including school districts, transportation authorities, etc.
	ID	Other businesses and/or organizations, including distributors of your product(s)
	IE	Individuals
	IF	Total reporting
	IG	Item not reported

"During 2014, where were this business's customers or clients located? Round to the nearest whole percent. Your best estimate is fine. If none, report "0.""

DATA FIELD	Valid codes	Meaning of code
CUSTLOCPCT	A1	All firms
	MW1P	Less than 25% same region as business
	MW2P	25% to 49% same region as business
	MW3P	50% to 74% same region as business
	MW4P	75% or more same region as business
	MX1P	Less than 25% outside of the region but within U.S.
	MX2P	25% to 49% outside of the region but within U.S.
	MX3P	50% to 74% outside of the region but within U.S.
	MX4P	75% or more outside of the region but within U.S.
	MY1P	Less than 25% outside the U.S.
	MY2P	25% to 49% outside the U.S.
	MY3P	50% to 74% outside the U.S.
	MY4P	75% or more outside the U.S.
	MZTR	Total reporting
	MZXX	Item not reported

"In 2014, did **two or more members of the one family own the majority** of this business? (*Family refers to spouses, parents/guardians, children, siblings, or close relatives.*)"

DATA FIELD	Valid codes	Meaning of code
FAMOWN	A1	All firms
	BM	Family-owned
	BN	Not family-owned
	BO	Total reporting
	BP	Item not reported

"For 2014, what was the total amount of money that the owner(s) personally put into the business? *Your best estimate is fine. Please report in thousands.*

Include:

- Investments from personal savings
- Personal retirement accounts
- Home equity loans
- Personally borrowed funds"

"For 2014, what was the total amount of money this business received from family, friends, and employees? *Your best estimate is fine. Please report in thousands.*"

"For 2014, what was the total amount of money this business borrowed from a bank or other financial institution, including business loans, a business credit card carrying a balance, or a business line of credit? *Include all draws on business line of credit, even if paid off during the year. Your best estimate is fine. Please report in thousands.*"

"For 2014, what was the total amount of money this business received from angel investors, venture capitalists, or other businesses in return for a share of ownership in this business? *Your best estimate is fine. Please report in thousands.*" (An "angel investor" is an affluent individual who provides capital for a business start-up, usually in exchange for convertible debt or ownership equity.)

"For 2014, what was the total amount of money this business received from government grants (such as the Small Business Innovation Research (SBIR) and/or Small Business Technology Transfer (STTR) programs)? *Your best estimate is fine. Please report in thousands.*"

DATA FIELD	Valid codes	Meaning of code
FUNDSRC (See next page.)	A1	All firms
	BFF0	\$0 from owner(s)
	BFF1	\$1 to \$4,999 from owner(s)
	BFF2	\$5,000 to \$9,999 from owner(s)
	BFF3	\$10,000 to \$24,999 from owner(s)
	BFF4	\$25,000 to \$49,999 from owner(s)
	BFF5	\$50,000 to \$99,999 from owner(s)
	BFF6	\$100,000 to \$249,999 from owner(s)
	BFF7	\$250,000 or more from owner(s)
	BFTR	Firms with funding from owner(s): Total reporting
	BFXX	Firms with funding from owner(s): Item not reported
	BFXY	Firms with funding from owner(s): Not applicable
	BGF0	\$0 from family, friends, and employees
	BGF1	\$1 to \$4,999 from family, friends, and employees

DATA FIELD	Valid codes	Meaning of code
FUNDSRC (cont.)	BGF2	\$5,000 to \$9,999 from family, friends, and employees
	BGF3	\$10,000 to \$24,999 from family, friends, and employees
	BGF4	\$25,000 to \$49,999 from family, friends, and employees
	BGF5	\$50,000 to \$99,999 from family, friends, and employees
	BGF6	\$100,000 to \$249,999 from family, friends, and employees
	BGF7	\$250,000 or more from family, friends, and employees
	BGTR	Firms with funding from family, friends, and employees: Total reporting
	BGXX	Firms with funding from family, friends, and employees: Item not reported
	BHF0	\$0 from banks and other financial institutions
	BHF1	\$1 to \$4,999 from banks and other financial institutions
	BHF2	\$5,000 to \$9,999 from banks and other financial institutions
	BHF3	\$10,000 to \$24,999 from banks and other financial institutions
	BHF4	\$25,000 to \$49,999 from banks and other financial institutions
	BHF5	\$50,000 to \$99,999 from banks and other financial institutions
	BHF6	\$100,000 to \$249,999 from banks and other financial institutions
	BHF7	\$250,000 or more from banks and other financial institutions
	BHTR	Firms with funding from banks and other financial institutions: Total reporting
	BHXX	Firms with funding from banks and other financial institutions: Item not
	BIF0	\$0 from outside investors
	BIF1	\$1 to \$4,999 from outside investors
	BIF2	\$5,000 to \$9,999 from outside investors
	BIF3	\$10,000 to \$24,999 from outside investors
	BIF4	\$25,000 to \$49,999 from outside investors
	BIF5	\$50,000 to \$99,999 from outside investors
	BIF6	\$100,000 to \$249,999 from outside investors
	BIF7	\$250,000 or more from outside investors
	BITR	Firms with funding from outside investors: Total reporting
	BIXX	Firms with funding from outside investors: Item not reported
	BJF0	\$0 from government grants
	BJF1	\$1 to \$4,999 from government grants
	BJF2	\$5,000 to \$9,999 from government grants
	BJF3	\$10,000 to \$24,999 from government grants
	BJF4	\$25,000 to \$49,999 from government grants
	BJF5	\$50,000 to \$99,999 from government grants
	BJF6	\$100,000 to \$249,999 from government grants
	BJF7	\$250,000 or more from government grants
	BJTR	Firms with funding from government grants: Total reporting
	BJXX	Firms with funding from government grants: Item not reported

"In 2014, did this business operate primarily from somebody's home?"

DATA FIELD	Valid codes	Meaning of code
HOMEBUS	A1	All firms
	GY	Operated primarily from somebody's home
	GZ	Did not operate primarily from somebody's home
	HA	Total reporting
	HB	Item not reported

"During the last three years (2012, 2013, 2014), did this business do each of the following [PRODUCT INNOVATIONS/ PROCESS IMPROVEMENTS] regarding the goods or services it offers? **Do not include adaptation or customization of a good or service for a specific customer's needs.**" Select one for each row."

DATA FIELD	Valid codes	Meaning of code
INNOVIMP	A1	All firms
	HK2N	Product Innovation: Has not sold a new good or service no other business has offered before
	HK2Y	Product Innovation: Has sold a new good or service no other business has offered before
	HL2N	Product Innovation: Has not sold a new good or service this business hasn't offered before
	HL2Y	Product Innovation: Has sold a new good or service this business hasn't offered before
	HM2N	Product Innovation: Has not improved a good or service's performance by making changes in materials, equipment, software or other components
	HM2Y	Product Innovation: Has improved a good or service's performance by making changes in materials, equipment, software or other components
	HN2N	Product Innovation: Has not developed new use for a good or service
	HN2Y	Product Innovation: Has developed new use for a good or service
	HO2N	Product Innovation: Has not made it easier for customers to use a good or service
	HO2Y	Product Innovation: Has made it easier for customers to use a good or service
	HP2N	Product Innovation: Has not added a new feature to a good or service
	HP2Y	Product Innovation: Has added a new feature to a good or service
	HQTR	Product Innovation: Total reporting
	HQXX	Product Innovation: Item not reported
	HR2N	Process Improvement: Has not applied a new way of purchasing, accounting, computing, maintenance, inventory control, or other support activity
	HR2Y	Process Improvement: Has applied a new way of purchasing, accounting, computing, maintenance, inventory control, or other support activity
	HS2N	Process Improvement: Has not reduced costs by changing the way a good or service was distributed
	HS2Y	Process Improvement: Has reduced costs by changing the way a good or service was distributed
	HT2N	Process Improvement: Has not upgraded a technique, equipment, or software to significantly improve a good or service
	HT2Y	Process Improvement: Has upgraded a technique, equipment, or software to significantly improve a good or service
	HU2N	Process Improvement: Has not made a significant improvement in a technique or process by increasing automation, decreasing energy consumption, or using better software
	HU2Y	Process Improvement: Has made a significant improvement in a technique or process by increasing automation, decreasing energy consumption, or using better software
	HV2N	Process Improvement: Has not decreased production costs by improving the materials, software, or other components
	HV2Y	Process Improvement: Has decreased production costs by improving the materials, software, or other components
	HW2N	Process Improvement: Has not changed a delivery method to be faster or more reliable
	HW2Y	Process Improvement: Has changed a delivery method to be faster or more reliable
	HXTR	Process Improvement: Total reporting
	HXXX	Process Improvement: Item not reported

"In 2014, did this business own one or more of the following (Copyright, Trademark, Patent (granted), Patent (pending), None)? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
INTELCTPROP	A1	All firms
	OA	Owned a copyright
	OB	Owned a trademark
	OC	Owned a patent (granted)
	OD	Owned a patent (pending)
	OE	Owned none of the above
	OF	Total reporting
	OG	Item not reported

"In 2014, in which language(s) did this business conduct transactions with its customers? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
LANG	A1	All firms
	JA	English
	JA01	African language(s)
	JB	Arabic
	JC	Chinese
	JD	French
	JD01	French Creole
	JE	German
	JG	Hindi/Urdu
	JH	Italian
	JI	Japanese
	JJ	Korean
	JK	Polish
	JL	Portuguese
	JM	Russian
	JN	Spanish
	JO	Tagalog
	JP	Vietnamese
	JQ	Other
	JR	Total reporting
	JS	Item not reported

"In 2014, did each of the following negatively impact the profitability of this business? **Select one (Yes or No) for each row.**"

DATA FIELD	Valid codes	Meaning of code
NEGPROFIT (see next page)	A1	All firms
	OSH1	Negative impact from access to financial capital
	OSH2	No negative impact from access to financial capital
	OTH1	Negative impact from cost of financial capital
	OTH2	No negative impact from cost of financial capital
	OUH1	Negative impact from finding qualified labor
	OUH2	No negative impact from finding qualified labor
	OVH1	Negative impact from taxes
	OVH2	No negative impact from taxes

DATA FIELD	Valid codes	Meaning of code
NEGPROFIT (cont.)	OWH1	Negative impact from slow business or lost sales
	OWH2	No negative impact from slow business or lost sales
	OXH1	Negative impact from late or nonpayment from customers
	OXH2	No negative impact from late or nonpayment from customers
	OYH1	Negative impact from unpredictability of business conditions
	OYH2	No negative impact from unpredictability of business conditions
	OZH1	Negative impact from changes or updates in technology
	OZH2	No negative impact from changes or updates in technology
	PAH1	Negative impact from other
	PAH2	No negative impact from other
	PBTR	Total reporting
	PBXX	Item not reported

"For 2014, did this business attempt to establish any funding relationships (for example, loans, investments, or gifts) with any of the following sources? **Select one for each row.**"

DATA FIELD	Valid codes	Meaning of code
NEWFUNDREL (see next page)	A1	All firms
	PC2R	Other owner(s) (if applicable): Received total amount requested
	PC2S	Other owner(s) (if applicable): Did not receive total amount requested
	PC2T	Other owner(s) (if applicable): Did not attempt to establish this new funding relationship
	PD2R	Family, friends, or employees: Received total amount requested
	PD2S	Family, friends, or employees: Did not receive total amount requested
	PD2T	Family, friends, or employees: Did not attempt to establish this new funding relationship
	PE2R	Banks, credit unions, or other financial institutions: Received total amount
	PE2S	Banks, credit unions, or other financial institutions: Did not receive total
	PE2T	Banks, credit unions, or other financial institutions: Did not attempt to establish this new funding relationship
	PF2R	Home equity loans in name of business owners: Received total amount
	PF2S	Home equity loans in name of business owners: Did not receive total amount
	PF2T	Home equity loans in name of business owners: Did not attempt to establish
	PG2R	Credit cards: Received total amount requested
	PG2S	Credit cards: Did not receive total amount requested
	PG2T	Credit cards: Did not attempt to establish this new funding relationship
	PH2R	Trade credit (for example, buy now, pay later): Received total amount requested
	PH2S	Trade credit (for example, buy now, pay later): Did not receive total amount requested
	PH2T	Trade credit (for example, buy now, pay later): Did not attempt to establish this new funding relationship
	PI2R	Angel investors: Received total amount requested
	PI2S	Angel investors: Did not receive total amount requested
	PI2T	Angel investors: Did not attempt to establish this new funding relationship
	PJ2R	Venture capitalists: Received total amount requested
	PJ2S	Venture capitalists: Did not receive total amount requested
	PJ2T	Venture capitalists: Did not attempt to establish this new funding relationship

DATA FIELD	Valid codes	Meaning of code
NEWFUNDREL (cont.)	PK2R	Other investor businesses: Received total amount requested
	PK2S	Other investor businesses: Did not receive total amount requested
	PK2T	Other investor businesses: Did not attempt to establish this new funding
	PL2R	Crowd funding platform: Received total amount requested
	PL2S	Crowd funding platform: Did not receive total amount requested
	PL2T	Crowd funding platform: Did not attempt to establish this new funding
	PM2R	Grants: Received total amount requested
	PM2S	Grants: Did not receive total amount requested
	PM2T	Grants: Did not attempt to establish this new funding relationship
	PN2R	Other: Received total amount requested
	PN2S	Other: Did not receive total amount requested
	PN2T	Other: Did not attempt to establish this new funding relationship
	POTR	Total reporting
	POXX	Item not reported

"In 2014, did all or part of this business operate as a franchise?"

DATA FIELD	Valid codes	Meaning of code
OPFRAN	A1	All firms
	LV	All or part of the business operated as a franchise
	LW	Did not operate as a franchise
	LX	Total reporting
	LY	Item not reported

"In 2014, did this business outsource or transfer any business function and/or service to a company outside the United States?"

DATA FIELD	Valid codes	Meaning of code
OUTSRCUS	A1	All firms
	IW	Outsourced or transferred any business function and/or service to a company outside the U.S.
	IX	Did not outsource or transfer any business function and/or service to a company outside the U.S.
	IY	Total reporting
	IZ	Item not reported

"As of December 31, 2014, how many people owned this business? *Include yourself if you were a sole proprietor or worked as a consultant or an independent contractor. Do not combine two or more owners to create one owner. Count spouses and partners as separate owners*

DATA FIELD	Valid codes	Meaning of code
OWNRNUM	A1	All firms
	BQ	1 person
	BQ01	2 to 4 people
	BQ02	5 to 10 people
	BQ03	11 or more people
	BQ04	Business owned by a parent company, estate, trust, or other entity
	BX	Unknown number of owners
	BY	Total reporting
	BZ	Item not reported

"In 2014, did this business have any e-commerce sales? (E-commerce sales are sales of goods and/or services where an order is placed by the buyer or price and terms of sale are negotiated over the Internet, extranet, EDI network, electronic mail, or other online system. Payment may or may not be made online.)" "(If Yes) In 2014, what percent of this business's total sales of goods and/or services were e-commerce sales?"

DATA FIELD	Valid codes	Meaning of code
PECOMMRC	A1	All firms
	KM	No e-commerce sales
	KN	Less than 1%
	KO	1% to 4%
	KP	5% to 9%
	KQ	10% to 19%
	KR	20% to 49%
	KS	50% to 99%
	KT	100%
	KU	Don't know
	KV	Total reporting
	KW	E-commerce not reported
	RX	Percent e-commerce not reported

"In 2014, what percent of this business's total sales of goods and/or services consisted of **exports outside the United States?**"

DATA FIELD	Valid codes	Meaning of code
PEXPORT	A1	All firms
	IH	None
	IJ	1% to 4%
	IK	5% to 9%
	IL	10% to 19%
	IM	20% to 49%
	IN	50% to 99%
	IO	100%
	IP	Don't know
	IQ	Total reporting
	IR	Item not reported

"In 2014, did this business have profits, losses, or break even?"

DATA FIELD	Valid codes	Meaning of code
PROFIT	A1	All firms
	EHP1	Business had profits
	EHP2	Business had losses
	EHP3	Business broke even
	EHTR	Total reporting
	EHXX	Item not reported

"In 2014, did this business do any of the following research and development (R&D) activities? **Select one for each row.** Include R&D activities that this business performed, others paid this business to do, or this business paid others to do."

DATA FIELD	Valid codes	Meaning of code
RDACTIVITY	A1	All firms
	A1RD	All firms with reported R&D activity
	PP2N	Has not conducted work that might lead to a patent
	PP2Y	Has conducted work that might lead to a patent
	PQ2N	Has not developed and tested prototypes that were derived from scientific research or technical findings
	PQ2Y	Has developed and tested prototypes that were derived from scientific research or technical findings
	PR2N	Has not produced findings that could be published in academic journals or presented at scientific conferences
	PR2Y	Has produced findings that could be published in academic journals or presented at scientific conferences
	PS2N	Has not applied scientific or technical knowledge in a way that has never been done before
	PS2Y	Has applied scientific or technical knowledge in a way that has never been done before
	PT2N	Has not created new scientific research or technical solutions that can be generalized to other situations
	PT2Y	Has created new scientific research or technical solutions that can be generalized to other situations
	PU2N	Has not conducted work to discover previously unknown scientific facts, structures, or relationships
	PU2Y	Has conducted work to discover previously unknown scientific facts, structures, or relationships
	PV2N	Has not conducted work to extend the understanding of scientific facts, structures, or relationships
	PV2Y	Has conducted work to extend the understanding of scientific facts, structures, or relationships in way that could be useful to others
	PWTR	Total reporting
	PWXX	Item not reported
	RDXY	No reported R&D activity

"In 2014, what percent of the costs of R&D services performed by this business was paid by the following sources? Round to the nearest whole percent. Your best estimate is fine. If none, report '0.'"

DATA FIELD	Valid codes	Meaning of code
RDFUNDSRC (see next page)	A1	All firms
	A1RD	All firms with reported R&D activity
	QE1P	Less than 25% funded by this business
	QE2P	25% to 49% funded by this business
	QE3P	50% to 74% funded by this business
	QE4P	75% or more funded by this business
	QF1P	Less than 25% funded by another U.S. business
	QF2P	25% to 49% funded by another U.S. business
	QF3P	50% to 74% funded by another U.S. business
	QF4P	75% or more funded by another U.S. business

DATA FIELD	Valid codes	Meaning of code
RDFUNDSRC (cont.)	QG1P	Less than 25% funded by a U.S. college or university
	QG2P	25% to 49% funded by a U.S. college or university
	QG3P	50% to 74% funded by a U.S. college or university
	QG4P	75% or more funded by a U.S. college or university
	QH1P	Less than 25% funded by a U.S. nonprofit organization
	QH2P	25% to 49% funded by a U.S. nonprofit organization
	QH3P	50% to 74% funded by a U.S. nonprofit organization
	QH4P	75% or more funded by a U.S. nonprofit organization
	QI1P	Less than 25% funded by U.S. federal government
	QI2P	25% to 49% funded by U.S. federal government
	QI3P	50% to 74% funded by U.S. federal government
	QI4P	75% or more funded by U.S. federal government
	QJ1P	Less than 25% funded by state or local government
	QJ2P	25% to 49% funded by state or local government
	QJ3P	50% to 74% funded by state or local government
	QJ4P	75% or more funded by state or local government
	QK1P	Less than 25% funded by another source
	QK2P	25% to 49% funded by another source
	QK3P	50% to 74% funded by another source
	QK4P	75% or more funded by another source
	QLTR	Total reporting
	QLXX	Item not reported
	RDXY	No reported R&D activity

"In 2014, what percent of the costs of R&D services **performed by this business**, consisted of the following purchases? Round to the nearest whole percent. Your best estimate is fine. If none, report "0." "

DATA FIELD	Valid codes	Meaning of code
RDPCTCST	A1	All firms
	A1RD	All firms with reported R&D activity
	PZ1P	Less than 25% used for employee payroll
	PZ2P	25% to 49% used for employee payroll
	PZ3P	50% to 74% used for employee payroll
	PZ4P	75% or more used for employee payroll
	QA1P	Less than 25% used for equipment purchases
	QA2P	25% to 49% used for equipment purchases
	QA3P	50% to 74% used for equipment purchases
	QA4P	75% or more used for equipment purchases
	QB1P	Less than 25% used for software and licensing purchases
	QB2P	25% to 49% used for software and licensing purchases
	QB3P	50% to 74% used for software and licensing purchases
	QB4P	75% or more used for software and licensing purchases
	QC1P	Less than 25% used for other R&D expenses
	QC2P	25% to 49% used for other R&D expenses
	QC3P	50% to 74% used for other R&D expenses
	QC4P	75% or more used for other R&D expenses
	QDTR	Total reporting
	QDXX	Item not reported
	RDXY	No reported R&D activity

"In 2014, of the total of R&D costs, what was the **amount used to purchase** R&D services from others? Include labor paid for employees, temporary staff, contractors, independent contractors, and outside consultants. [Report in thousands.]"

DATA FIELD	Valid codes	Meaning of code
RDPURAMT	A1	All firms
	A1RD	All firms with reported R&D activity
	PYC1	\$0 purchased R&D cost
	PYC2	\$1 to \$5,000 purchased R&D cost
	PYC3	\$5,001 to \$25,000 purchased R&D cost
	PYC4	\$25,001 to \$100,000 purchased R&D cost
	PYC5	\$100,001 or more purchased R&D cost
	PYTR	Total reporting
	PYXX	Item not reported
	RDXY	No reported R&D activity

"In 2014, what was this business's **total cost** for R&D activities? Include labor paid for employees, temporary staff, contractors, independent contractors, and outside consultants; materials, equipment, software, or other supplies purchased; and money spent for rent, utilities or other overhead. [Report in thousands.]"

DATA FIELD	Valid codes	Meaning of code
RDTOTALCST	A1	All firms
	A1RD	All firms with reported R&D activity
	PXC1	\$0 total R&D cost
	PXC2	\$1 to \$5,000 total R&D cost
	PXC3	\$5,001 to \$25,000 total R&D cost
	PXC4	\$25,001 to \$100,000 total R&D cost
	PXC5	\$100,001 or more total R&D cost
	PXTR	Total reporting
	PXXX	Item not reported
	RDXY	No reported R&D activity

"For the pay period including March 12, 2014, how many of each type of the following workers worked on R&D activities?"

DATA FIELD	Valid codes	Meaning of code
RDWORKERS (see next page)	A1	All firms
	A1RD	All firms with reported R&D activity
	QMO0	0 owners
	QMO1	1 owner
	QMO2	2 owners
	QMO3	3 owners
	QMO4	4 owners
	QMO5	5 or more owners
	QNE0	0 paid employees
	QNE1	1 paid employee
	QNE2	2 paid employees
	QNE3	3 paid employees
	QNE4	4 paid employees
	QNE5	5 or more paid employees

"For the pay period including March 12, 2014, how many of each type of the following workers worked on R&D activities?"

DATA FIELD	Valid codes	Meaning of code
RDWORKERS (cont.)	QOE0	0 other paid workers
	QOE1	1 other paid worker
	QOE2	2 other paid workers
	QOE3	3 other paid workers
	QOE4	4 other paid workers
	QOE5	5 or more other paid workers
	QPE0	0 unpaid workers/interns
	QPE1	1 unpaid worker/intern
	QPE2	2 unpaid workers/interns
	QPE3	3 unpaid workers/interns
	QPE4	4 unpaid workers/interns
	QPE5	5 or more unpaid workers/interns
	QQTR	Total reporting
	QQXX	Item not reported
	RDX Y	No reported R&D activity

"In 2014, did **two or more members of one family own the majority** of this business? (*Family refers to spouses, parents/guardians, children, siblings, or close relatives.*)" "(if Yes) Did spouses jointly own this business?"

DATA FIELD	Valid codes	Meaning of code
SPOUSES	A1	All firms
	LZ	Jointly owned and equally operated by spouses
	MA	Jointly owned but primarily operated by male spouse
	MB	Jointly owned but primarily operated by female spouse
	MC	Not jointly owned by spouses
	MD	Total reporting
	ME	Item not reported

"For the owner(s) as of December 31, 2014, what was the source(s) of capital used to start or acquire for this business? **Select all that apply.**"

DATA FIELD	Valid codes	Meaning of code
STRTSRCE	A1	All firms
	FX	Personal/family savings of owner(s)
	FY	Personal/family assets other than savings of owner(s)
	FZ	Personal/family home equity loan
	GA01	Personal credit card(s) carrying balances
	GA02	Business credit card(s) carrying balances
	GB	Business loan from federal, state, or local government
	GC	Government-guaranteed business loan from a bank or financial institution
	GD	Business loan from a bank or financial institution
	GE	Business loan/investment from family/friends
	GF	Investment by venture capitalist(s)
	GG	Grants
	GH	Other source(s) of capital
	GI	Don't know
	GJ	None needed
	GK	Total reporting
	GL	Item not reported

"In 2014, did this business have a website?"

DATA FIELD	Valid codes	Meaning of code
WEBSITE	A1	All firms
	KI	Business had a website
	KJ	Business did not have a website
	KK	Total reporting

"In 2014, which of the following types of workers were used by this business? *Select all that apply.*"

DATA FIELD	Valid codes	Meaning of code
WORKERS	A1	All firms
	JT	Full-time paid employees
	JU	Part-time paid employees
	JV	Paid day laborers
	JW	Temporary staffing obtained from a temporary help service
	JX	Leased employees from leasing service or professional employer organization
	JY	Contractors, subcontractors, independent contractors, or outside consultants
	JY01	None of the above
	JZ	Total reporting
	KA	Item not reported

"In what year was this business originally established or self-employment activity begun?"

DATA FIELD	Valid codes	Meaning of code
YRESTBUS	A1	All firms
	FL	Before 1980
	FM	1980 to 1989
	FN	1990 to 1999
	FO01	2000 to 2007
	FO02	2008 to 2012
	FP02	2013
	FQ02	2014
	FU	Don't know
	FV	Total reporting
	FW	Item not reported